

Message Text

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42

ACTION MC-02

INFO OCT-01 AF-06 ISO-00 PM-04 EUR-12 CIAE-00 INR-07

NSAE-00 DODE-00 TRSE-00 EB-07 /039 W

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O R 021245Z JAN 76

FM AMEMBASSY LAGOS

TO USDOC WASHDC IMMEDIATE

INFO SECSTATE WASHDC 2632

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USDOC FOR T. FIEDLER, OIM

STATE FOR OFFICE OF MUNITIONS CONTROL

E.O. 11652: N/A

TAGS: BEXP, ETEL, NI

SUBJECT: FIELD TELEPHONE SWITCHBOARDS FOR NIGERIAN ARMY

1. AFTER 3 MONTHS EFFORT AMTRON CORP, MIDLOTHIAN, ILLINOIS (TEL: 312-389-3955) HAS ARRANGED DEMONSTRATION OF ITS ELECTRONIC CORDLESS SEMI-AUTOMATIC SWITCHBOARD (MODEL SB-3082) TO NIGERIAN ARMY. DEMONSTRATION DATE IS SET FOR JAN 19, AND LEADING MILITARY COMMUNICATIONS OFFICERS REPORTEDLY WILL ATTEND. SESSION WILL ALSO INCLUDE COMPETITIVE PRESENTATIONS OF UK AND OTHER EUROPEAN EQUIPMENT.

2. IF AMTRON DEMONSTRATION PROVES EFFECTIVE, VALUE OF INITIAL ORDER ESTIMATED AT UP TO TWO MILLION DOLLARS. THIS PRESUMABLY WOULD BE FOLLOWED BY "FAR LARGER" ORDERS RESULTING FROM ARMY STANDARDIZATION.

3. AMTRON REPRESENTATIVE (MANFRED LEHMAN, GREATER DEVELOPMENT AND SERVICES CORP., N.Y., TEL: 212-421-6777) INFORMED EMBASSY TODAY, HOWEVER, THAT PROJECT DASHED BY JUST-RECEIVED AMTRON MESSAGE STATING THAT IT IMPOSSIBLE TO SEND EQUIPMENT IN TIME FOR DEMONSTRATION BECAUSE OF NECESSARY USG "EXPORT LIMITED OFFICIAL USE

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CLEARANCE." APPROVAL ALLEGEDLY MIGHT TAKE 90 DAYS.

4. AS EQUIPMENT ONLY TO BE USED FOR DEMONSTRATION PURPOSES, AS
SALES POTENTIAL EXCELLENT AND AS VERY EMBARRASSING TO ALL
PARTIES TO CANCEL DEMONSTRATION, EMBASSY INQUIRES WHETHER
REPORTED CLEARANCE NECESSARY AND WHETHER ANYTHING CAN BE DONE
TO SHIP TWO SWITCHBOARD UNITS HERE ON TIME. SUGGEST USDOC
CHECK WITH AMTRON OFFICIALS IN ILLINOIS HEADQUARTERS ASCERTAIN
TO THEY HAVE CORRECT INFORMATION.
CROSBY

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Message Attributes

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